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Predictors of online **buying** behavior

S Bellman, GL Lohse, EJ Johnson - Communications of the ACM, 1999 - portal.acm.org

 ... variables explain only a small **percentage** of people's ... and offline—are measures of past behavior, not **demographics**. ... privacy issues as predictors of **buying** vs. ...

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[PDF] Internet and Society - all 3 versions »

NH Nie, L Erbring - Stanford Institute for the Quantitative Study of Society, 2000 - pkp.ubc.ca

 ... **Demographic** differences in Internet use involve at most an hour and a ... Chat rooms Job Search Stock Quotes **Buying** Entertainment/Games ... **PERCENT** OF INTERNET USERS ...

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The Influence of Cognitive Personality Traits and Demographics on Consumer Information Acquisition - all 3 versions »

CM Scharinger, D Sciglimpaglia - The Journal of Consumer Research, 1981 - JSTOR

 ... **Demographic** information included age of husband and of wife, occupation of **household** head, wife's occu ... **buying** product 16% 50% 41% 18% **Percent buying** in last ...

[Cited by 50](#) - [Related Articles](#) - [Web Search](#)
[CITATION] Evidence on Learning and Network Externalities in the Diffusion of Home Computers - all 12 versions »

A Goolsbee, PJ Klenow - The Journal of Law and Economics, 2002 - UChicago Press

 ... 23 Coefficients on the **demographic** variables, not listed in Table 2 ... 6 and 17 in the **household** means a 4.2 **percentage** point higher probability of **buying**. ...

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Household Motor Vehicle Ownership and Use: How Much Does Residential Density Matter? - all 3 versions »

P Schimek - Transportation Research Record, 1996 - Trans Res Board

 ... **household** income leads to a 3 **percent** increase in ... **household**, and X vector of **demographic** and geographic ... with income (lower-income **households buy** smaller, more ...

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[PDF] Predictors of - all 2 versions »

S Bellman, GL Lohse, EJ Johnson - COMMUNICATIONS OF THE ACM, 1999 - dein.ucsb.br

 ... of decisions to **buy** or not **buy** and only ... studies in other media in which **demographics** and lifestyle variables explain only a small **percentage** of people ...

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The Effect of Measuring Intent on Brand-Level Purchase Behavior - all 3 versions »

GJ Fitzsimons, VG Morwitz - Journal of Consumer Research, 1996 - JSTOR

 ... in a wide variety of **demographic** covariates that ... were asked to indicate their purchase intentions (93.9 **percent**). ... DD/YY did anyone in your **household buy** a new ...

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[CITATION] Quality and Demand of Child Care and Female Labour Supply in Italy - all 5 versions »

MC Chiuri - LABOUR, 2000 - Blackwell Synergy

 ... sample, thus following the new **demographic** trends ... rationing and costs on several **households'** economic choices ... Of the selected sample, 54 **percent buy** formal child ...

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Can **Demographic** Profiles of Heavy Users Serve as a Surrogate for Purchase Behavior in Selecting TV ...

H Assael, DF Poltrack - Journal of Advertising Research, 1994 - questia.com

 ... 18 to 49 are more likely to **buy** yogurt, it ... 100 watched a larger than average **percentage**

of shows. ... Method 1: Traditional Selection by Gross **Demographic** Criteria ...

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Psychographic and **Demographic** Profiles of State Lottery Ticket Purchasers

CW McConkey, WE Warren · The Journal of Consumer Affairs, 1987 · Blackwell Synergy

... they place less importance on "**Buying** American." As ... group that is described by a **demographic** characteristic ... For exam- ple, 33.9 **percent** of the nonpurchasers ...

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